

## **Historic, Archive Document**

Do not assume content reflects current scientific knowledge, policies, or practices.



aH D1491  
.U5A47  
Copy 2

STA/STA



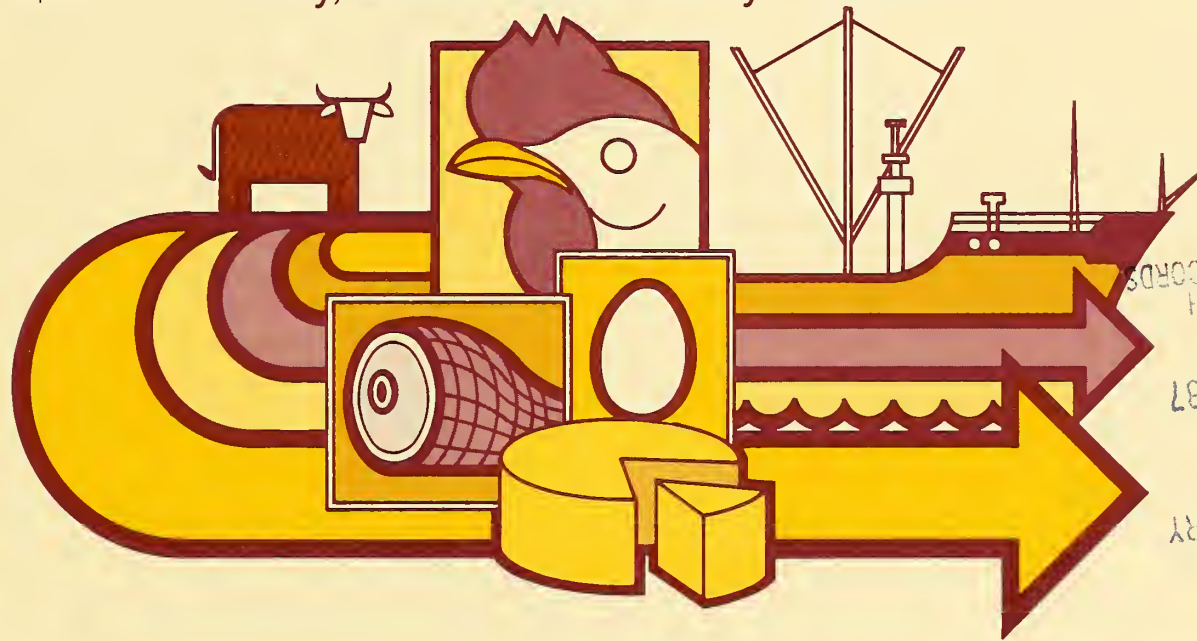
United States  
Department of  
Agriculture

Agricultural  
Cooperative  
Service

ACS  
Service  
Report 12

# American Cooperative Exporters

## Dairy, Livestock and Poultry Products



STATION  
RENT SET AL RECORDS

JAN 8 1987

USDA  
LIBRARY  
RECEIVED



# Contents

Cabot Farmers Cooperative Creamery .....	3
Dairymen, Inc. ....	4
Farmland Foods, Inc. ....	6
Gold Kist Inc. ....	8
Land O'Lakes, Inc. ....	10
21st Century Genetics Cooperative .....	12
Norbest, Inc. ....	14
Rockingham Poultry Marketing Cooperative, Inc. ....	16
Tri-State International, Inc. ....	18
Valley Lea Dairies, Inc. ....	20
Index .....	23

ACS Service Report 12

April 1985



# American Cooperative Exporters

## Dairy, Livestock, and Poultry Products

Tracey L. Kennedy  
Arvin R. Bunker

Farmer owned and operated cooperatives play a major role in marketing livestock, dairy, and poultry products. In 1983, these products (excluding wool and mohair) accounted for 46 percent of all farm products marketed by U.S. cooperatives. As shown in figure 1, dairy products made up 34 percent of all cooperative marketings, livestock products 10 percent, and poultry 2 percent.

In 1983, a total of 418 dairy cooperatives had a net marketing volume of \$16.8 billion. Some 402 livestock and livestock products cooperatives had a net marketing business of \$4.8 billion and 63 poultry cooperatives had net marketings of \$1.0 billion. Included are independent local cooperatives, federations, central-

ized cooperatives, and cooperatives with mixed organizational structures.

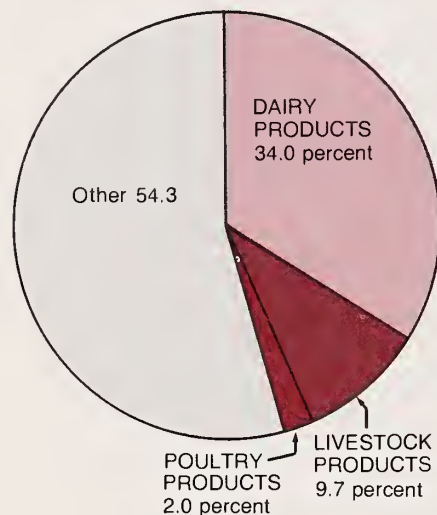
Cooperative activities in dairy, livestock, and poultry range from single functions such as auction sales to integrated operations involving feeding, slaughtering, processing, and marketing.

A number of livestock, dairy, and poultry cooperatives export their products. Figure 2 shows the location of these cooperatives. Products exported range from frozen semen to full lines of consumer and institutional food products.

This booklet will help familiarize you with these cooperatives and their export capabilities.

**Figure 1. Relative importance of livestock, dairy, and poultry products marketed by cooperatives, 1983.**

LIVESTOCK, DAIRY, AND  
POULTRY PRODUCTS  
(excluding wool and mohair) 45.7 percent



Based on net marketing volume  
of \$49.3 billion

**Figure 2. Headquarters locations of cooperatives exporting dairy, livestock, and poultry products.**



1. Cabot Farmers Cooperative Creamery
2. Dairymen, Inc.
3. Farmland Foods, Inc.
4. Gold Kist Inc.
5. Land O'Lakes, Inc.
6. Midwest Breeder's Cooperative
7. Norbest, Inc.
8. Rockingham Poultry Marketing Cooperative, Inc.
9. Tri-State International, Inc.  
(A subsidiary of Tri-State Breeders Coop.)
10. Valley Lea Dairies, Inc.



## CABOT FARMERS COOPERATIVE CREAMERY

Cabot, Vermont 05647

Person to Contact:

Alan Parker  
Customer Service Manager

Telephone: (802) 563-2231

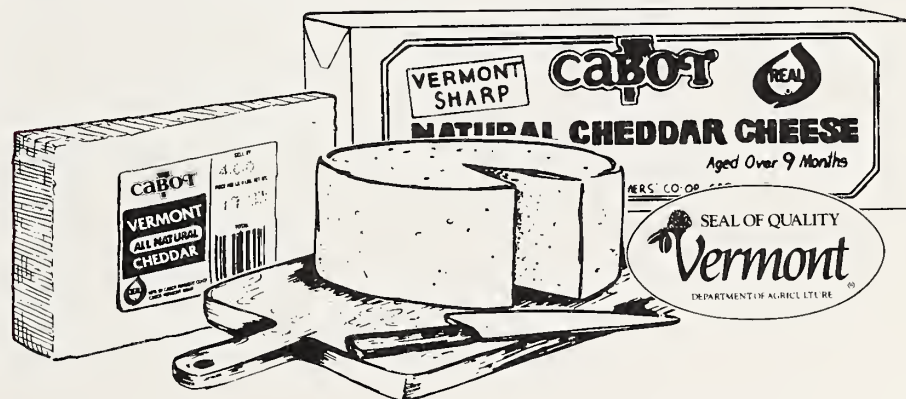
Cabot Farmers Cooperative Creamery was organized in 1919 by 94 Cabot dairy farmers. Today, more than 520 farmer-members in Vermont and New Hampshire deliver their milk to the Creamery, where it is transferred to bottling plants throughout New England or processed into quality, all-natural Cabot and Rosedale Brand dairy products.

Cabot's annual production of high-quality Vermont Cheddar cheese has reached 14 million pounds. A manufac-

turing plant is in Cabot and aging warehouses are in Albany, New York; and Burlington and Morrisville, Vermont. A cutting plant is in Morrisville. Cabot can export gourmet Vermont Cheddar through the port of New York.

### ***Products exported:***

Vermont Cheddar Cheese (mild, sharp, and extra sharp) in 38-lb. wheels, 42-lb. blocks, 10-lb. bricks, 10-oz. bars, and 7-oz. bars of sharp, and extra sharp.



## **DAIRYMEN, INC.**

10140 Linn Station Road  
Louisville, Kentucky 40223

### **Persons to Contact:**

Larry Johnson, Sr.  
Senior Vice President  
Marketing

Ken Moore  
Vice President, Sales  
Consumer Products Group

Telephone: (502) 426-6455  
Telex: 204-291  
204-292

The logo for Dairymen, Inc. features a stylized red icon of a milk carton with a white cap, followed by the word "Dairymen" in a bold, red, serif typeface.

Dairymen, Inc., a regional milk marketing cooperative, was formed in 1968 to develop a total milk marketing program for members' milk and dairy products, and to produce quality products for consumers at reasonable prices. Dairymen is owned by more than 8,000 dairy farmers in 17 Eastern and Southeastern States.

Dairymen has 12 producer divisions that market raw milk and provide member services. Another division processes and packages Farm Best UHT milk and flavored Sip Ups. Dairymen's Savannah, Georgia plant is the first Grade A UHT plant in the United States.

Flav-O-Rich is Dairymen's milk processing subsidiary, operating 18 plants in the Southeast and supplying milk, ice cream, and a variety of other dairy products. The Savannah UHT plant has a processing capacity of 80,000 gallons (300,000 liters) per day and 456,000 gallons (1.7 million liters) of storage.

### ***Products exported:***

All UHT products and Sip-Up products

Milk

Milk products

Ice cream

Ice cream novelties

### ***Location of export facilities:***

Dairymen exports all UHT and Sip-up products through the ports of Savannah, Georgia, and Gainesville, Florida.

Dairymen, Inc.

10140



## **FARMLAND FOODS, INC.**

P.O. Box 7527  
Kansas City, Missouri 64116

### **Person to Contact:**

John H. Westerhoff  
President

Telephone: (816) 459-6622  
Telex: 4-2221



Farmland Foods, Inc., began in 1959 when a small hog slaughtering plant in Denison, Iowa, was purchased and organized as a subsidiary of Farmland Industries under the name Farmbest, Inc. A hog slaughtering plant in Iowa Falls, Iowa, was added in 1963, and Farmland Foods, Inc., was established in 1970. Since then, the cooperative has added a pork canning plant with a production capacity of 700,000 pounds (300,000 kilograms) per week, and a slaughtering plant with a capacity of 6,000 hogs per day. Farmland Foods now has a total slaughtering capacity of 100,000 hogs per week. The cooperative serves 36,323 producer-members in Iowa, Nebraska, Kansas, Missouri, South Dakota, and Minnesota.

The cooperative operates 32 hog buying stations in addition to purchasing from 15 local cooperative satellite stations. Hogs are also purchased at the three slaughtering plants.

In addition to producing and selling fresh pork cuts, Farmland Foods processes sliced bacon, smoked and canned hams, and selected sausage products. Farmland Foods exports offal products and pigskins in addition to fresh, frozen, and processed pork products.

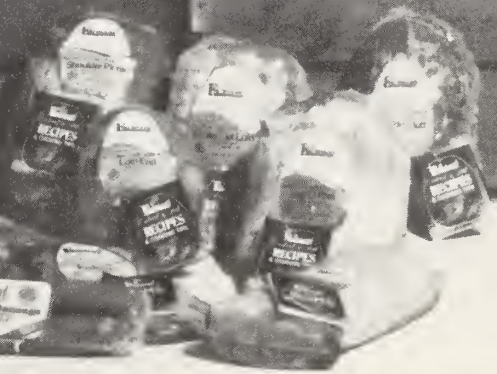
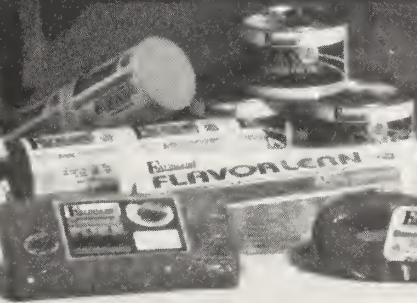
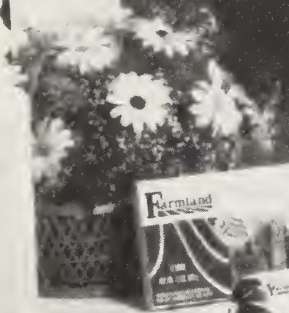
### ***Products exported:***

Canned hams, canned picnic shoulders, canned pork provisions, smoked hams and pork shoulders, sliced bacon, smoked bellies, all fresh/frozen pork products, whole pigskins, variety/offal products

### ***Location of export facilities:***

Shipments are made from the ports of Baltimore, New York, New Orleans, San Francisco, and Boston.





## GOLD KIST INC.

P.O. Box 2210  
Atlanta, Georgia 30301



### Persons to Contact:

#### Poultry:

Jerry Stewart  
(404) 393-5170

#### Edible and Oilstock Peanuts:

Ron Wolff  
(404) 393-5146

#### Meals and Oils:

Don Price  
(404) 393-5050 or 393-5307  
Nash Lindsey  
(404) 393-5050 or 393-5305

#### Feed and Farm Supplies:

S. Troy Smith  
(404) 393-5290

#### Telephone:

(General Corporate) (404) 393-5000  
Telex: 54-2338 or 70-8404

Gold Kist Inc. processes and markets poultry, eggs, grains, pecans, soybeans, and peanuts for farmer-members. Gold Kist manufactures and purchases quality farm inputs, including feeds, seeds, fertilizers, pesticides, animal health products, and other miscellaneous farm supplies. These farm supplies are distributed through more than 103 farm service centers known as farmers' mutual exchanges.

The association was organized in Carrollton, Georgia, in 1933 as a small cotton marketing cooperative to improve the well-being of farmer-members by supplying products and services for farm production and by marketing farm products. In 50 years, Gold Kist has grown into a major U.S. farm supply and marketing cooperative with four major operating groups: agriservices, poultry, agri-commodities, and agriproducts. Total sales the past year exceeded \$1.8 billion.

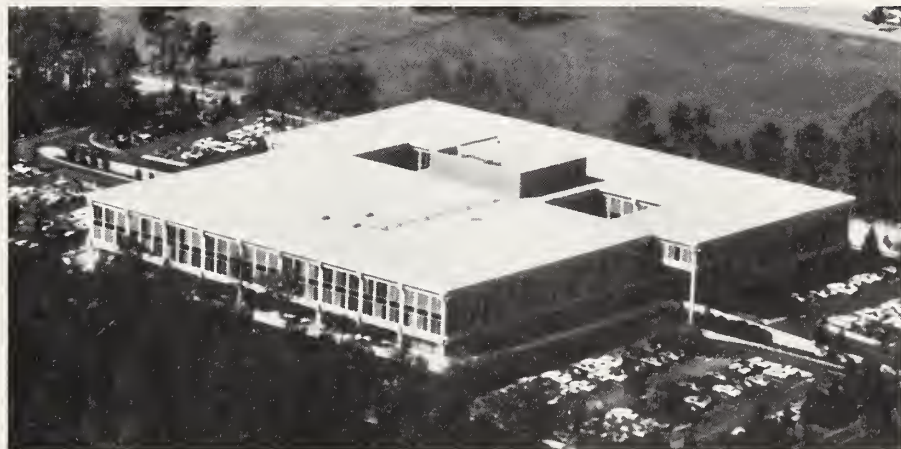
Gold Kist has been active in export

markets since its inception and exports represent a significant portion of total sales volume. The association can ship any of its products in any volume, from container loads to full cargoes. Because it has its own traffic and documentation section, it can sell on the basis of f.a.s., f.o.b., c. & f., or c.i.f., using both liner and charter freight.

Gold Kist, with several other cooperatives, acquired part interest in the worldwide trading company, A.C. Toepfer International of Hamburg, West Germany.

***Products exported:***

Frozen poultry, eggs, shelled and in-shell edible peanuts, oilstock peanuts, peanut meal, peanut oil, soybean meal, soybean oil, pecans, corn, refined oils, animal feed, feed supplements, pesticides, herbicides, farm equipment, and animal health products.



***Location of export facilities:***

Gold Kist exports through the following ports:

Norfolk, Virginia

Charleston, South Carolina

Savannah, Georgia

Jacksonville, Miami, Tampa, Panama City, and Pensacola, Florida

Mobile, Alabama

New Orleans, Louisiana

Houston, Texas

## LAND O'LAKES, INC.

P.O. Box 116  
Minneapolis, Minnesota 55440

### Persons to Contact:

Development Projects  
LaVern A. Freeh  
Vice President, International  
Development and Government Affairs

Products, Licenses, and Joint  
Ventures  
Harry L. Shiparski  
Director, International Marketing

Telephone: (612) 481-2222  
Telex: 910-563-3675 LOLMKTG  
ARDH  
Cable: LANDOLAKES



Land O'Lakes, Inc., was organized in the 1920's as a farmer-owned cooperative and was the country's first commercial marketer of sweet cream butter. Land O'Lakes has grown to include 1,500 local associations representing 350,000 producer-members in Minnesota, Wisconsin, North Dakota, South Dakota, Iowa, Nebraska, Michigan, and Kansas.

Land O'Lakes has diversified as it has grown, and today includes hundreds of consumer products. It provides members with a broad range of agricultural production supplies, technical services, and research information.

Land O'Lakes' technical assistance efforts are focused in agricultural production, food processing, the development and management of food and agricultural cooperatives, and the planning, construction, and management of processing facilities for dairy, beef, poultry, and animal feeds.

Technical services can be provided through management contracts, bartering arrangements, or joint venture projects and include: pre-implementation planning, feasibility studies, engineering and design work for food and agricultural projects; procurement of services, equipment and products; supervision of construction of production and processing facilities and the installation of equipment for agricultural production systems; project management training of food and agricultural production and processing personnel and managers; and specialized technical consulting services.

Land O'Lakes sells high protein food for human and animal consumption in 25 countries. Products in most demand are boneless beef, offal, dry milk blends, livestock feeds, dairy, beef, and swine breeding stock, and milk replacers for nursing farm animals.

Land O'Lakes develops outlets for its products throughout the world through



direct distribution contracts or licensee agreements.

***Products exported:***

Consumer products including: butter and margarine products, blends, natural cheeses and cheese food products, bulk cheese loaves, specialty cheese products, turkey products, nonfat dry milk, Pour-A-Quiche products.

Schweigert Products from Lea Foods including all-beef products, all-turkey products, packaged and bulk weiners, rings and stick sausage, Old Meister Deli-line, semirigid and soft pack sliced meats.

Food service/food processing products including: salted and unsalted butter products, margarine and butter-margarine blends, frozen egg products, natural cheese products (bulk and vac pack), American cheese products, cheese food and spray dried cheese products, turkey products, dry milk



powders, dairy blends, lactose and whey powders, and cheese sauces.

Dairy cattle, beef cattle, swine, breeding livestock and turkey poults; animal milk replacers; animal feeds and premixes; seeds (oilseeds, legumes, grasses); technical assistance in all areas of human and animal food production, processing, and marketing.

***Location of export facilities:***

Land O'Lakes ships from the St. Paul - Minneapolis International Airport, and through the ports of New Orleans, New York, Miami, Seattle, Los Angeles, and Duluth.

## 21ST CENTURY GENETICS COOPERATIVE

Route 2  
Shawano, Wisconsin 54166

### Person to Contact:

Don Solberg  
Distributor Division Director

Telephone: 715/526-2141



21ST Century Genetics Cooperative was formed through consolidation of Midwest Breeders Cooperative and Minnesota Valley Breeders Association and is now the largest direct-member, farmer-owned cattle breeding cooperative in the United States. It is owned by more than 36,000 dairy and beef producers in an area stretching from Upper Michigan and Wisconsin, west to Minnesota, Iowa, Nebraska, and the Dakotas. Sales and distribution of dairy and beef breed semen for member and non-member use is nationwide and international.

In 1979, the cooperative earned the Presidential E Award for excellence in export marketing.

21ST Century Genetics has plants at Shawano in Wisconsin; Stewartville and New Prague in Minnesota, and Strafford in Missouri, where it produces dairy and beef breed semen from more than 100 genetically superior sires with credentials

compiled by the United States Department of Agriculture.

Dairy and beef breed semen is frozen in 1/2-cc straws and shipped in liquid nitrogen refrigerators. Air shipments are available from Green Bay and Milwaukee, Wisconsin.

### ***Products exported:***

All major breeds of dairy and beef semen.



## **NORBEST, INC.**

P.O. Box 1529  
Salt Lake City, Utah 84110

### **Persons to Contact:**

**Robert Cluff**  
Export Manager

**Mike Burke**  
National Sales Manager

Telephone: (801) 566-5656  
Telex: 381-023



Norbest, Inc., is a federated marketing cooperative with five member associations representing more than 250 turkey growers in five States. Since its formation in 1930, Norbest has established itself as an industry leader in premium quality retail and institutional turkeys and turkey products.

Member processors are in Moroni and Salina, Utah; Salem, Oregon; Gibbon, Nebraska; and Pelican Rapids, Minnesota.

Norbest has actively pursued export markets for many years, and exports represent an ever-expanding portion of total sales. Primary markets have included West Germany, the Caribbean, and the Far East. In 1975, Norbest Japan, Inc., was established to serve customers in Japan. Norbest can export through any U.S. port on an f.a.s. basis.

### ***Products exported:***

Retail-pack whole turkeys, 8-24 pounds (3-9 kilograms); institutional-pack whole turkeys, 24-40 pounds (9-15 kilograms); bone-in breasts, tied roasts, 3-5 pounds (1-2 kilograms), 9-12 pounds (3-4 kilograms); hickory-smoked turkeys, 8-14 pounds (3-9 kilograms); bulk parts; bulk-pack boneless meat.





Norbest  
TENDER  
TIMER  
4  
Turkey in  
Tender Timer  
Bag

Norbest  
TENDER BREAST  
YOUNG TURKEY

OVER 50 YEARS OF TRADITION

with TENDER TIMER

Norbest  
TENDER  
TIMER  
4  
Turkey in  
Tender Timer  
Bag

Norbest  
TENDER  
TIMED  
YOUNG TURKEY

3 1/2% TURKEY BROTH AND SEASONING  
ADDED DEEP INSIDE CONSIDERED  
OVER 50 YEARS OF TRADITION

with TENDER TIMER

Norbest  
TENDER  
TIMER  
4  
Turkey in  
Tender Timer  
Bag

Norbest  
BONELESS  
TURKEY ROAST

OVER 50 YEARS OF TRADITION

with TENDER TIMER

Norbest  
HICKORY  
SMOKED

Norbest  
HICKORY SMOKED  
BONELESS  
TURKEY ROAST

OVER 50 YEARS OF TRADITION

Norbest  
HICKORY  
SMOKED

Norbest  
HICKORY SMOKED  
TURKEY  
WITHOUT GIBLETS



## ROCKINGHAM POULTRY MARKETING COOPERATIVE, INC.

Broadway, Virginia 22715

### Persons to Contact:

Charles W. Kucharik  
Vice President, Marketing and Sales

Larry A. Metzner  
Export Sales Representative

Telephone: (703) 896-7001

Telex: 82-2444

Cable: ROCKINGHAM



In 1939, unprecedented low prices led a group of about 75 poultry growers to seek improved returns for their marketing efforts. A study done on behalf of this group showed that a local poultry processing facility could help growers capture a greater portion of the spread between live and dressed poultry prices.

As a result of these efforts, Rockingham Poultry Marketing Cooperative began operations in 1940. The only business of the cooperative was dressing and marketing poultry.

Today, Rockingham is a totally integrated poultry processor serving about 200 active growers in Virginia and West Virginia. Rockingham's annual sales amount to nearly \$85 million.

Rockingham has a total processing capacity of more than 200 million pounds at its facilities in Broadway and Stanley, Virginia, and Moorefield, West Virginia.

Rockingham exports more than 10 percent of its total sales of chicken, turkey, duck, and cornish game hen products. The cooperative's long-term strength in the export business traces largely to its outstanding facilities. Rockingham has freezer storage for more than 5 million pounds with containers source-loaded at its cold storage facility in Broadway. Rockingham exports through the ports of Baltimore, Maryland; Norfolk, Virginia; Savannah, Georgia; Charleston, South Carolina; Miami and Tampa, Florida; and New York, New York.

### ***Products exported:***

Frozen - Whole chicken, cutup chicken, split chicken, deboned chicken breasts, chicken parts in boxes and trays, ducks, cornish hens, turkeys, baking hens, roasters, and smoked turkeys.

ROCKINGHAM

POULTRY

MARKETING

COOPERATIVE

AMERICA'S  
FINEST POULTRY



## **TRI-STATE INTERNATIONAL, INC.**

(A Subsidiary of Tri-State Breeders Cooperative)  
Route 3, Box 50  
Baraboo, Wisconsin 53913

Person to Contact:

Ray Schoeneberg

Telephone: (608) 356-8357  
Telex: 26-5405 TRI-STATE BABO



Tri-State Breeders Cooperative is owned by 16,000 farmer members in Wisconsin, Minnesota, Iowa, and Illinois. The cooperative was organized to provide superior genetics for herd improvement at a reasonable cost to member and non-member livestock producers throughout the world. This includes professional services and programs in member trade areas, as well as nationally and internationally, and auxiliary products, services, and educational programs to assist members and patrons to more profitably manage their businesses.

Tri-State's production facilities are at Westby, Wisconsin, where semen is processed on about 270 dairy and beef breed bulls.

Tri-State International, Inc., coordinates all sales outside the United States. As a part of their involvement in Latin America, Tri-State has provided herd analysis and trained producers to breed their own cows, in addition to selling semen, containers, and other products.

### ***Products exported:***

Frozen bovine semen, cryogenic containers, live bulls and cows, milk replacer, supplies necessary for artificial insemination.

### ***Location of export facilities:***

Tri-State's main port of export is Miami, Florida, but will use ports most convenient for expediting export shipments.





## VALLEY LEA DAIRIES, INC.

54501 N. Ironwood Drive  
South Bend, Indiana 46635

### Person to Contact:

Dale Chapman  
General Manager

Telephone: (219) 272-8484



Organized in 1931 as a federated cooperative, Valley Lea Dairies is a national, full-service dairy products marketing organization. The Association provides an organizational basis for its nine-member dairy manufacturing cooperatives to more effectively and efficiently sell dairy products into the national and international markets.

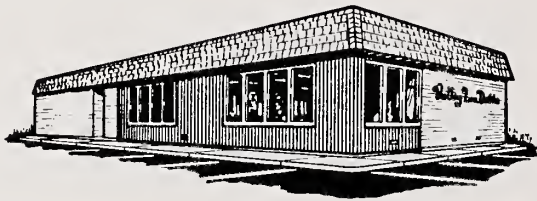
Valley Lea members are in Illinois, Michigan, Maryland, Missouri, Pennsylvania, Tennessee, and Wisconsin, with manufacturing facilities throughout the upper midwestern part of the United States.

### ***Products exported:***

Sweet dairy whey, whey protein concentrate, other manufactured dairy products.

### ***Location of export facilities:***

Valley Lea exports dairy products through the ports of Chicago, Illinois and New Orleans, Louisiana, as well as other U.S. ports.



# Index

## *Dairy Products*

Cheeses .....	3, 11
Butter .....	11
Ice Cream .....	4
Milk , UHT .....	4
Dry Milk .....	11
Whey Products .....	11, 20
Other Manufactured Dairy Products .....	4, 11, 20

## *Red Meat Products*

Hams .....	6
Bacon .....	6
Processed Pork Products .....	6, 11
Offal .....	6
Variety Meats .....	6, 11, 14
Pigskins .....	6
Processed Beef Products .....	11

## *Poultry Products*

Turkey .....	11, 14, 16
Chicken .....	9, 16
Ducks .....	16

Cornish Game Hens .....	16
Eggs .....	9, 11

### ***Breeding and Live Animals***

Dairy Breed Semen .....	12, 18
Beef Breed Semen .....	12, 18
Breeding Livestock and Other Live Animals .....	11, 18
Cryogenic Containers .....	18
Supplies for Artificial Insemination .....	18

### ***Other Products***

Milk Replacer .....	11, 18
Animal Feeds .....	9, 11
Animal Health Products .....	9
Seeds .....	11
Fertilizers .....	9
Herbicides and Pesticides .....	9
Corn .....	9
Nuts; Peanuts, Pecans .....	9
Farm Equipment .....	9
Technical Assistance .....	11
Oilseed meals .....	9
Vegetable oils, margarine .....	9, 11
Other .....	9



**U.S. Department of Agriculture  
Agricultural Cooperative Service**

Agricultural Cooperative Service (ACS) provides research, management, and educational assistance to cooperatives to strengthen the economic position of farmers and other rural residents. It works directly with cooperative leaders and Federal and State agencies to improve organization, leadership, and operation of cooperatives and to give guidance to further development.

The agency (1) helps farmers and other rural residents develop cooperatives to obtain supplies and services at lower cost and to get better prices for products they sell; (2) advises rural residents on developing existing resources through cooperative action to enhance rural living; (3) helps cooperatives improve services and operating efficiency; (4) informs members, directors, employees, and the public on how cooperatives work and benefit their members and their communities; and (5) encourages international cooperative programs.

ACS publishes research and educational materials and issues *Farmer Cooperatives* magazine. All programs and activities are conducted on a nondiscriminatory basis, without regard to race, creed, color, sex, or national origin.